

Comparisons of Job Characteristics

Focus Occupation: Brokerage Clerks (43-4011)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Brokerage Clerks (43-4011)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.4	19.2	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	15.1	6.5	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	14.7	12.4	<	Expanded education and/or training may be required
Mathematics	9.2	13.5	12.0	<	Expanded education and/or training may be required
Law and Government	5.9	9.8	4.8	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Brokerage Clerks (43-4011)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	14.9	13.2	<	A higher skill level may be required
Critical Thinking	10.8	14.5	10.8	<<	Extensive development of skills in this area may be required
Persuasion	7.4	14.2	5.7	<<	Extensive development of skills in this area may be required
Systems Analysis	6.5	10.6	7.0	<<	Extensive development of skills in this area may be required

Negotiation	6.8	9.9	6.9	<<	Extensive development of skills in this area may be required
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The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities	Similarity of Focus Occupation to Associated Occupation: 94
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Focus Occupation: Brokerage Clerks (43-4011) Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.8	12.3	<<	Extensive improvement in abilities may be required
Deductive Reasoning	10.6	13.8	11.0	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.7	12.3	<	Some improvement in abilities may be required
Speech Recognition	9.9	13.4	11.8	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	11.4	6.1	<<	Extensive improvement in abilities may be required
Originality	7.6	10.4	5.7	<<	Extensive improvement in abilities may be required
Mathematical Reasoning	6.3	9.4	9.2	0	Current ability level may be sufficient
Number Facility	6.3	9.3	10.2	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 86
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Focus Occupation: Brokerage Clerks (43-4011) Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)	
Work Activities	Exclusivity of Activity
Answer customer or public inquiries	41
Compute financial data	53
Compute taxes	80
Ensure correct grammar, punctuation, or spelling	48
Fill out business or government forms	42
Maintain account records	69
Maintain telephone logs	74
Make decisions	24
Obtain information from individuals	24
Prepare reports	8
Provide customer service	14

Reconcile or balance financial records	76
Use computers to enter, access or retrieve data	3
Use knowledge of written communication in sales work	69
Verify bank or financial transactions	81
Write business correspondence	58

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 93

Focus Occupation: Brokerage Clerks (43-4011)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1
Personal communication devices	2

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.